

# NATURE'S SUNSHINE

## *World of Incentives and Rewards*



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# Nature's Sunshine's World of Incentives and Rewards

<b>TITLES</b> Based on PV, PGV, TGV & Manager count	Associate	Manager	Bronze Manager	Silver Manager	Gold Manager	MasterGold Manager	Platinum Diamond Senior Diamond Manager
<b>Product Discount</b> (Off Retail)	20%	30%	30%	30%	30%	30%	30%
<b>Volume Rebate</b> (Based on PGV)	0-30%	0-30%	0-30%	0-30%	0-30%	0-30%	0-30%
<b>1st Level Override*</b>		12%	12%	12%	12%	12%	12%
<b>2nd Level Override*</b>			6%	6%	6%	6%	6%
<b>3rd Level Override*</b>				4%	4%	4%	4%
<b>4th Level Override*</b>					3%	3%	3%
<b>5th Level Override*</b>						1%	2%

## Monthly Volume Rebates

### Based on PGV\*\*

6750	30%
4050	28%
2700	27%
2025	25%
1500	22%
1250	17%
1000	15% ***
675	10%
340	8%
135	5%

## Manager Equivalency

Manager Equivalency is a program to benefit those Managers who have large PGV on a monthly basis, but who may be currently excluded from some benefits of the Marketing Plan due to the nature of their organization. When a Manager accumulates a six-month average of 2500 PGV, or more above his or her PGV monthly requirement (1000 PGV), he or she earns the equivalent of one first-level Manager. Each Manager Equivalency counts towards achieving personal rank advancement, business building bonus and other benefits of the Marketing Plan.

\*Overrides paid on Manager's PGV.

\*\*To receive a rebate on your monthly PGV, you must have 135 PV the same month.

\*\*\*Manager breakouts.

Title and Recognition	Incentives	Business Building Bonus Program
<b>Associate:</b> 20% product discounts and no monthly minimums.	Premier Club Earn a \$50.00 product credit for attaining 300 PGV or sponsoring 3 new Associates within your first 3 months.	
<b>Manager:</b> Golden Sapphire pin, title and discount of 30% for 12 months for qualifying at Manager rank and maintaining Manager rank for 3 consecutive months. 	Qualify as Manager one month and then maintain Manager rank for 3 more consecutive months (= 4 total consecutive months). Receive a training package by Master Herbalist Steven Horne. (New Manager breakouts only and only once per rank.)	
<b>Bronze Manager:</b> Sapphire pin, title and discount of 30% for 12 months for maintaining 3 consecutive months at Bronze rank. 	Bronze Academy Leadership Training Program. (See specific program brochure or company publications for details.)	
<b>Silver Manager:</b> Ruby pin, title and discount of 30% for 12 months for maintaining 3 consecutive months at Silver rank. 	Rising Star Convention at Nature's Sunshine headquarters in Utah, USA. Includes training, recognition, tour of laboratories and manufacturing plant, and meet the company's Founders and executives. (See specific program brochure or company publications for details. Only once per rank.)	
<b>Gold Manager:</b> Emerald pin, title and discount of 30% for 12 months for maintaining 3 consecutive months at Gold rank. 	Eligible to earn a Top Achiever's Club or Leadership Trip to an exciting location annually. (See specific program brochure or company publications for details.)	One first level Bronze Manager qualifies you to earn a 10% Business Building Bonus on commissionable TGV. Two first level Bronze Managers qualifies you for a 15% bonus (TGV). Three first level Bronze Managers qualifies you for a 20% bonus (TGV). Gold Managers can earn up to \$500 per month.
<b>MasterGold Manager:</b> Amethyst pin, title and discount of 30% for 12 months for maintaining 3 consecutive months at MasterGold rank. 	Eligible to earn a Top Achievers Club trip to an exciting location annually. (See specific program brochure or company publications for details.)	One first level Bronze Manager qualifies you for a 10% bonus on commissionable TGV. Two first level Bronze Managers qualifies you for a 15% bonus (TGV). Three first level Bronze Managers qualifies you for a 20% bonus (TGV). MasterGold Managers can earn up to \$1000 per month.
<b>Platinum Manager:</b> Diamond pin, title and discount of 30% for 12 months for maintaining 3 consecutive months at Platinum rank. 	Eligible to earn a Top Achievers Club trip (TAC) to an exciting location annually. (See specific program brochure or company publications for details.)	One first level Bronze Manager qualifies you for a 10% bonus on commissionable TGV. Two first level Bronze Managers qualifies you for a 15% bonus (TGV). Three first level Bronze Managers qualifies you for a 20% bonus (TGV). Platinum Managers can earn up to \$1500 per month.
<b>Diamond Level:</b> Pin of two onyx and one diamond stones, title and discount of 30% for 12 months for maintaining 3 consecutive months at Diamond rank. 	Eligible to earn a Top Achievers Club trip (TAC) to an exciting location annually. (See specific program brochure or company publications for details.) Also, maintain Diamond level for 6 out of 11 months and earn a \$2500 cash allowance towards attendance to the Annual Health Conference. (Must attend the Health Conference to earn this cash incentive.)	One first level Bronze Manager qualifies you for a 10% bonus on commissionable TGV. Two first level Bronze Managers qualifies you for a 15% bonus (TGV). Three first level Bronze Managers qualifies you for a 20% bonus (TGV). Diamond Managers can earn up to \$2000 per month in Business Building Bonus.
<b>Senior Diamond Level:</b> Pin of one onyx and two diamond stones, title and discount of 30% for 12 months for maintaining 3 consecutive months at Senior Diamond rank. 	Eligible to earn a Top Achievers Club trip (TAC) to an exciting location annually. (See specific program brochure or company publications for details.) Maintain Senior Diamond level for 4 out of 8 months and attend the Annual Leadership Conference.	One first level Bronze Manager qualifies you for a 10% bonus on commissionable TGV. Two first level Bronze Managers qualifies you for a 15% bonus (TGV). Three first level Bronze Managers qualifies you for a 20% bonus (TGV). Senior Diamond Managers can earn up to \$2500 per month in Business Building Bonus.

Visit [www.naturessunshine.ca](http://www.naturessunshine.ca) for the most current information on incentives

# Nature's Sunshine's World of Achievement (qualifications)

TITLE	MONTHLY QUALIFICATIONS
<b>Associate:**</b>	No monthly minimum.
<b>Manager:</b> (Golden Sapphire)	Personally qualified with 1000 PGV of which 135 is PV. No 1st level Managers required. 1 qualified Manager in group.
<b>Bronze Manager:</b> (Sapphire)	Minimum of 2 qualified Managers in group (including yourself). 1 qualified 1st level Manager.* 3,500 TGV (2 levels) of which 1000 is PGV and 135 is PV.
<b>Silver Manager:</b> (Ruby)	Minimum of 4 qualified Managers in group (including yourself). 2 qualified 1st level Managers.* 8,500 TGV (3 levels), of which 1000 is PGV and 135 is PV.
<b>Gold Manager:</b> (Emerald)	Minimum of 8 qualified Managers in group (including yourself). 3 qualified 1st level Managers.* 18,500 TGV (4 levels), of which 1000 is PGV and 135 is PV.
<b>MasterGold Managers:</b> (Amethyst)	Minimum of 12 qualified Managers in group (including yourself). 5 qualified 1st level Managers.* 28,500 TGV (5 levels), of which 1000 is PGV and 135 is PV.
<b>Platinum Manager:</b> (Diamond)	Minimum of 20 qualified Managers in group (including yourself). 10 qualified 1st level Managers.* 48,500 TGV (5 levels), of which 1000 is PGV and 135 is PV.
<b>Diamond Level:</b> (Two onyx and one diamond stone)	Achieve Platinum level plus 30 qualified Managers in group (including yourself). 15 qualified 1st level Managers.* 75,000 TGV (5 levels), 1000 is PGV and 135 PV.
<b>Senior Diamond Level:</b> (One onyx and two diamond stones)	Achieve Platinum level plus 40 qualified Managers in group (including yourself). 20 qualified 1st level Managers.* 98,500 TGV (5 levels), 1000 is PGV and 135 PV.

\* Not including yourself

\*\* 135 PV required to earn a rebate on your PGV.

## Glossary of Terms:

PV: Purchase Value used to determine one's Marketing Plan payout.

PGV: Personal Group Volume

TGV: Total Group Volume

Override Commissions: Commission paid on the PGV of the Managers in one's group (successline).

Group: Refers to all the Preferred Customers, Associates and Managers in one's successline.

You are counted as a Manager in your successline, but not as a 1st level Manager.